

How Subcontractors Market Themselves To Prime Contractors

Contributed by The Associated General Contractors

A random sampling of prime contractor members of Associated General Contractors (AGC) of Texas has revealed various suggestions for subcontractors to market themselves to prime contractors in an effort to bolster business. Taking part in the survey were Zack Burkett, III, Zack Burkett Co., Graham; Robert Strebeck, Amarillo Road Company, Amarillo; Gil McMillan, Foremost Paving Inc., Weslaco; Doug Pitcock, Williams Brothers Construction Co., Inc., Houston; Ranney Hood, E.E. Hood & Sons, Inc., San Antonio; Steve Strain, J.H. Strain & Sons, Inc., Tye; Stephen B. Robertson, APAC-Texas, Inc., Dallas and Donnie Cornell, E.D. Baker Corporation, Borger.

Each prime contractor was asked the same four questions: 1. How do you market yourself to a prime contractor, 2. What credentials should be presented to a prime contractor? 3. Who is the subcontractor's point-of-contact with the prime contractors? and 4. What tips can be given for the subcontractor to network with the prime contractor?

The prime contractors provided the following suggestions to the questions:

- (1) Marketing yourself to a prime contractor.
- A. Get quotes out to prime contractor in a timely manner.

- B. Be sure to identify project on bid and include your address & phone number.
- C. Send in the lowest quote and be a competent subcontractor.
- D. Have e-mail capabilities.
- E. Provide references in your area of expertise.
- F. Make phone calls to prime and/or go visit and introduce yourself to the principal or the chief estimator.
- G. Be sure you are a Department of Transportation (TxDOT) certified Disadvantaged Business Enterprise (DBE).

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8 REGIONAL DBE/HUB/SBE LIAISON COMMITTEE MEETINGS

The Business Opportunity Programs (BOP) Section conducted 8 Regional DBE/Historically Underutilized Business (HUB)/Small Business Enterprise (SBE) Liaison Committee meetings. In six of the meetings, new delegates were elected to serve on the Statewide Committee. All meetings were very well attended. This Committee has served as a resource in developing a stronger working relationship between TxDOT and the DBE/HUB/SBE business

community by providing information about TxDOT's purchasing and contracting processes. DBE/HUB/SBEs have increased their ability to sell products and obtain contracts by attending regional liaison meetings. The focus of these meetings is to introduce businesses to TxDOT purchasers and contract managers. DBE/HUB/SBEs have the opportunity to market their businesses directly to TxDOT at these meetings.

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From the Director



James Dossett

This issue marks the beginning of our second year of Road Lines. We started out with a circulation of 3,000 and have had to increase it with each publication. Circulation for this issue is 8,000! Efforts to include our customers in the newsletter have been so successful that we usually have more articles than available space. I want to encourage you to keep sending us your ideas and suggestions; that is how we can stay abreast of trends, concerns, and new issues that affect the construction industry. Also, I want to take this opportunity to thank you for your contributions to the newsletter during our first year of publication and I look forward to your future support in this endeavor.

8 Regional DBE/HUB/SBE Liaison Committee Meetings (Continued)

The State of Texas is divided into eight (8) regions and each region elects 2 delegates. The delegates are owners of certified DBE, HUB and/or SBE firms. Their function is to preside at regional meetings, provide information and represent their region at the Statewide meetings. You are encouraged to get to know the delegates in your region and attend regional meetings (see Calendar). See pages 6 and 7 for information on the current delegates. 📌

TxDOT Road Lines **James Dossett, Editor** **Pat Merrill, Assistant Editor**

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How Subcontractors Market Themselves to Prime Contractors (continued)

- (2) What credentials should be presented to the prime contractor?
 - A. Statement showing subcontractor is TxDOT DBE certified.
 - B. Provide references and history of work experience.
 - C. Show you have capital to do the work if awarded.
- (3) Who is the subcontractor's point-of-contact with the prime contractors?
 - A. Estimating department and/or official of the company in a decision making role.
 - B. If submitting bid, be sure to include project and letting date on the envelope.
- (4) Tips for a subcontractor to network with a prime contractor.
 - A. Every contractor suggested the subcontractor should join AGC of Texas. They also suggested the subcontractor get involved with AGC of Texas on the local level.
 - B. Attend TxDOT, TEEX and AGC of Texas seminars and workshops.
 - C. Visit the estimator and/or principal in the company so they can put a face with a name in doing business.

Many of the contractors questioned gave the same answer to the questions. They encourage the subcontractors who are TxDOT certified to bid on future projects.

Subcontractors interested in joining AGC of Texas are encouraged to call 512/478-4691 and request information and ask for an application. 📌

Frequently Asked Questions . . . Regarding DBE/HUB Programs

In calculating personal net worth, how should retirement savings be counted?

The retirement savings of the disadvantaged applicant should be fully counted in calculating personal net worth (PNW) assets for the DBE Program. Some other Federal programs requiring PNW information have excluded retirement accounts, however the asset threshold for these programs is \$250,000 in PNW. The DBE Program allows a maximum PNW of \$750,000. If you have any questions, contact R. D. Brown at (512) 703-5833.

Why do contractors have to submit information on the firms that bid/quote/propose to them in regard to a TxDOT contract?

The DBE regulations from the U. S. Department of Transportation require that TxDOT develop and maintain a bidders list of all firms that have bid/quoted/proposed to participate on a TxDOT contract. The bidders list is intended to be a count of all firms that are participating, or attempting to participate on TxDOT contracts. The list includes all firms that bid on prime contracts, or bid or quote subcontracts, or bid as a supplier on TxDOT contracts including DBEs and non-DBEs. The purpose of the list is to give TxDOT a way to measure the relative availability of ready, willing and able DBEs when setting the overall annual DBE goal.

The successful prime contractors/consultants are being required to submit names, addresses and phone numbers of firms interested in participating on a TxDOT project as a subcontractor/supplier since TxDOT does not receive bids/quotes/proposals from these firms. 📌

CONGRATULATIONS!

Newly Certified as DBEs

Ecological Communications Corporation

901 S. Mopac Expressway, Ste. 170
Austin, TX 78746
Environmental Consulting

Uresti Sons Trucking

1222 W. Harding Blvd.
San Antonio, TX 78221
Hauling

Gonzales Trucking

6512 Temple Ave.
Lubbock TX, 79412
Hauling

De La Cerda Trucking, Norma

P.O. Box 890
Pearsall, TX 78061
Hauling

K & M Services

Box 114
Flynn, TX 77855
Janitorial

CWC Remedial Services

P.O. Box 74
Castroville, TX 78009
Environmental Remediation Cell Construction

Castle Freight Lines

616 S. Park Street
Uvalde, TX 78801
Hauling

Atcon Engineering

2112 Trawood, Suite B-1
El Paso, TX 79935
Engineering and Surveying

Dougherty Sprague Environmental, Inc

9696 Skillman Street, Suite 220
Dallas, TX 75243
Engineering

De Leon Trucking & Hauling, Faruk

4110 Parkcrest
Houston, TX 77034
Hauling

JBD Trucking

P.O. Box 1007
Kingsville, TX 78364-1007
Hauling

Rojas Trucking

12010 Crescent Chase
San Antonio, TX 78253-6316
Hauling

J. Davis Electric Company

2900 Arrow Lane, #B
Fort Worth, TX 76114-0491
Rest Areas/Underground and Utility work

Lanier Steel Products, Inc.

P.O. Box 412
Commerce, GA 30529
Regular Dealer of Railroad Track Materials

Amani Engineering, Inc.

P.O. Box 941209
Houston, TX 77094-8209
Engineering

R. Sanchez Construction & Landscaping

11276 Warbonnet Drive
El Paso, TX 79936
Landscaping

Brilla International, Inc.

2720 Taylor Street
Dallas, TX 75226
Material Suppliers

A.I.A. Engineers, Ltd.

1011 Hwy. 6 South, #11
Houston, TX 77077
Engineering

Salomon Cisneros Dump Truck Service

1000 Sandy Oaks
Bryan, TX 77807
Hauling

Digital Mapping Associates, Inc.

2832 W. Wilshire Blvd., Suite 104
Oklahoma City, OK 73116
Aerial Mapping & Surveying

DGM Construction

P.O. Box 468
Brownsboro, TX 75756
Concrete Paving

Yoko Trucking Co., Inc.

P.O. Box 210166
Dallas, TX 75211
Hauling

Guido Trucking

1105 Mohawk Drive
Dallas, TX 75061
Hauling

Jo Ann English, P.E., Consulting Engineer

145 Camino Barranca
Placitas, NM 87043-9335
Engineering

ABS Material Handlers, LLC

1102 Brush Street
Bridgeport, TX 76426
Hauling

Montoya Trucking

3735 Thompson Road
Keller, TX 76248
Hauling

I/C- Coatings and Finishes

P.O. Box 3158
Galveston, TX 77552-0158
Painting

Certified Truck Owner-Operators (Hauling)

Dorantes, Lucio

314 N. Jones
Baytown, TX 77520

Solis, Lizandro

1610 Belin Drive
Houston, TX 77029

Esquivel, Carlos

8014 Tuffly Street
Houston, TX 77029

Madrid, Victor

1315 E. Estes
Midland, TX 79701

Robles, Carmen

118 Vale
South Houston, TX 77587

Ramos, Jesus Edna

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La Marque, TX 77568

Garza, Alberto

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Houston, TX 77029

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Eagle Pass, TX 78853

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Longview, TX 75603

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La Feria, TX 78559

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Fort Worth, TX 76106

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Grand Prairie, TX 75050

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2113 Lincoln
Fort Worth, TX 76106

Ramirez, Martin A.

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Grand Prairie, TX 75051

Munoz, Guadalupe

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Fort Worth, TX 76106

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Bridgeport, TX 76426-0081

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Grand Prairie, TX 75052

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Fort Worth, TX 76111

Perez, Francisco E.

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Haltom City, TX 76117

Reyes, Jose N.

4004 Walthall Street
Haltom City, TX 76117

Camarena, Jose De Jesus

2417 McLemore
Fort Worth, TX 76111

Sanchez, Baltazar

834 Blackburn Street
Dallas, TX 75050

Flores, Leopolda

3917 Washmon Ave.
Harlingen, TX 78552

Granado, Dionicio

200 W. Pacific
Uvalde, TX 78801

ATTENTION:

TRANSPORTATION INDUSTRY SEMINARS HAVE BEEN POSTPONED!!!

The Disadvantaged Business Enterprise (DBE), Historically Underutilized Business (HUB) and Small Business Enterprise (SBE) Program seminars have been postponed. Once the new dates have been determined, you will be informed. We apologize for any inconvenience this may have caused. For additional information call 512/703-5829.

BRILLA INTERNATIONAL INC.

Brilla International Inc., based in Dallas Texas, is a wholesale industrial distributor of safety products, security products, janitorial products, facility maintenance products, chemicals, industrial packaging materials, food service, chemicals, and office supplies. To better serve its growing market, Brilla also provides Assembly Services and Transportation Services.

Initially, Brilla International, Inc. was started by Al Chaney in 1992 with three products, an initial investment of \$15,000 from his personal savings, and a desire to create a business for his family. However, following his sudden death in July of 1998, fate forced Gwen Chaney (Al's wife) to continue the successful family business Al created. Today, as President and CEO of Brilla International, Inc., Gwen Chaney heads up one of the most diverse minority/women-owned companies in the Dallas/Ft. Worth Metroplex. Chaney believes that, "We all have wise inner resources that can help us discover what we are meant to do next." Brilla's continuing success and growth is attributed to the family's strong spiritual beliefs and unyielding perseverance, as well as their commitment to provide quality products at competitive

prices, on-time delivery and excellent services.

Although Brilla is competing with huge supplier conglomerates, their strength is in their ability to be flexible when accommodating new markets and customer needs. The company's commitment to customer service and community involvement are some of the reasons Brilla already has accumulated numerous awards. Both the Small Business of the Year Award and the Minority Business Enterprise of the Year Award were presented to Brilla in 1997. Brilla also received a special Chairman's award, from The Grand Prairie Chamber of Commerce, for creating a monthly round table platform that brings in speakers from corporations, school districts, and government entities to address the needs of minority/women-owned firms in the area.

The Chaney family's long-range plans are to build the business and expand as a "One Stop Shop" supplier. Brilla currently provides products nationwide and also plans to enter the international



From left to right: Award Warren, Doris Chaney-Warren, Nancy Harris, Gwen Chaney (President), Tiny Chaney, Emanuel Steele

market. Brilla's impressive list of clients include major corporations such as DFW International Airport, D.A.R.T., Frito Lay, TXU, Grainger, Lockheed and Southwestern Bell. Other clients include major oil companies and state, city and county government agencies.

Brilla is certified with TxDOT as a DBE and with the State of Texas as a HUB vendor. To obtain additional information on the products and services that Brilla offers, visit their web-site at www.thomasregional.com/nto/brilla. Brilla is located at 2720 Taylor Street, Dallas, Texas 75226, (214)752-5319. ♦

Wise Contractors-Consultants, Inc.



Nancy Wise,
President

In 1989, Nancy Wise retired from the U.S. Postal Service and was interested in starting her own business. She went back to college after all of her five children had left the nest. She graduated with high honors with her children and grandchildren in attendance. She looked into several areas that she found interesting and finally settled on the construction

industry. She had lived all her life on the "sidelines" of construction starting with her grandfather and father, then husband and finally, her son all working in different areas of construction. It seemed a natural thing to do. She did a great deal of research and studying and decided it was time to put this accumulated knowledge to use. So with a small inheritance from her mother she started Wise Contractors. She won her first contract with TxDOT doing guardrail repairs. Progress was slow but she was not discouraged.

Nancy heard about the DBE program, applied for certification in several areas and received certification in 1992. The DBE program offered many benefits, such as access to plans and priceless training sessions. Over the years the company evolved into its present form and became Wise Contractor-Consultants, Inc. (WCCI).

To date, the company has furnished RPRs (resident project representatives) for nineteen different TxDOT sponsored airport projects and has a number of

(continued on page 11)

REGION 1 (Beaumont, Bryan, Houston)



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Fax 972/278-0356

Fernando Laclette
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Richardson, TX 75082
972/699-1367
Fax 972/238-5784



REGION 3 (Austin, San Antonio, Yoakum)



Mark Rodriguez, P.E.
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11211 Taylor Draper Lane
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Fax 512/231-9133

Cathy Chriske
President
Desert Shield International, Inc.
105 Crestview Lane
Canyon Lake, TX 78133
830/899-8502



REGION 4 (Corpus Christi, Laredo, Pharr)



Annette Chavez
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POSTNET
4009 N. 23rd Street
Suite B @ Nolana
McAllen, TX 78504
956/687-5224
Fax 956/687-6114

Eddie Saenz, P.E.
President
J.E. Saenz and Associates, Inc.
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Edinburg, TX 78539
956/383-2984
Fax 956/383-3736



REGION 5 (Amarillo, Childress, Lubbock)



Judy Ortiz

Owner
J OZ Construction Company
5230 89th Street
Lubbock, TX 79424
806/783-0565
Fax 806/783-0222

Mary Ellen Brandt

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4537 Canyon Drive
Amarillo, TX 79110
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Fax 806/353-7261



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915/581-9770
Fax 915/581-6100

Conrad Carl Conde, CFO

Chief Financial Officer
Conde, Inc.
1790 Lou Trevino
El Paso, TX 79936
915/592-0283
Fax 915/592-0286



REGION 7 (Abilene, Brownwood, Odessa, San Angelo)



Rudy Breda

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Rudy Breda Rodbusters Co.
P.O. Box 68
San Angelo, TX 76902
915/949-8931
Fax 915/947-0555

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Owner
MIDESSA Industrial Vinyl Co.
4809 W. 42nd Street
Odessa, TX 79764-1071
915/530-3055
Fax 915/381-2082



REGION 8 (Atlanta, Lufkin, Tyler)



Jan Clem

President
Cass County Crushing Co., Inc.
Route 2, Box 357-A
Atlanta, TX 75551
903/796-8489
Fax 903/796-0683

Alice Richardson

President
Richardson Environmental
and Excavating Services
P.O. Box 6151
Texarkana, TX 75505-6151
903/792-3371
Fax 903/793-4880



2000 Calendar of Events

	Date	Time	Event	Location	Telephone
June	13	3 - 5 p.m.	Regional Liaison Meeting	Lubbock-135 Slaton Rd., Training Center	(806) 748-4419
	14	3 - 5 p.m.	Regional Liaison Meeting	Odessa-3901 E. US Hwy. 80, Large Conf. Rm.	(915) 498-4702
	15	3 - 5 p.m.	Regional Liaison Meeting	El Paso-212 N. Clark Dr., Large Conf. Rm.	(915) 774-4203
	20	3 - 5 p.m.	Regional Liaison Meeting	Atlanta-701 E. Main St., Assembly Rm., #26	(903) 799-1221
	22	3 - 5 p.m.	Regional Liaison Meeting	Corpus Christi-1701 South Padre Island Dr. (SH 358), Regional Training Rm.	(361) 808-2300
	27	9:45 a.m.- 4 p.m.	Forum: ACCESS 2000	Arlington- 1200 Ballpark Way	(817) 459-5000
	29	9 a.m. - Noon	Forum: Texas Department of Insurance Business Opportunities Fair	Austin - 333 Guadalupe, William P. Hobby Building	(512) 463-6159
	29 & 30	2 - 6:30 p.m. 7:30 a.m.-4 p.m.	Forum: San Antonio Opportunity Council Procurement Conference	San Antonio-200 East Market St., Henry B. Gonzales Convention Center	(210) 536-5131
July	11 & 12	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	11	3 - 5 p.m.	Regional Liaison Meeting	Austin-150 E. Riverside Dr., Rm. 1B1	(512) 703-5826
	12	3 - 5 p.m.	Regional Liaison Meeting	Fort Worth- IH 20 & McCart (2501 Southwest Loop 820), Training Center	(817) 370-6780
	14	9:45 a.m.-3:45 p.m.	Forum: 4th Annual Congressman Frost Federal Procurement Conference	Arlington-301 W. 2nd St., University of Texas at Arlington, E.H. Hereford University Center	(512) 703-5826
	18	3 - 5 p.m.	Regional Liaison Meeting	Houston-201 E. 9th Street, First Baptist Church Heights, Main Auditorium (corner of 9th and Harvard)	(713) 802-5522
	21	10-3:30 p.m.	Statewide Liaison Meeting	Austin-125 E. 11th St., Hearing Rm.	(512) 703-5826
	27 - 30		Forum: TAMACC	San Antonio-200 East Market St., Henry B. Gonzales Convention Center	(512) 703-5826
August	3 & 4	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	9	9 a.m.-2:30 p.m.	Forum: Congressman Jim Turner/Angelina College Procurement Expo	Lufkin -Pitser Garrison Civic Center	(936) 633-5424
	23 - 25	8 a.m.-5 p.m.	Forum: MED Week/BOSS Conference	Austin-710 E. 11th St., Austin Marriott (Capitol)/500 E. Cesar Chavez, Austin Convention Center	(512) 703-5826
	31	8 a.m.-5 p.m.	Forum: HMBC Conference	Houston-1001 Convention Center Blvd., George R. Brown Convention Center	(512) 703-5826

Attention Small Businesses

You are invited to a Regional DBE/HUB Liaison Committee Meeting

Current information for conducting business with the Texas Department of Transportation (TxDOT) in the areas of Construction, Design, Goods/Services and Maintenance will be provided along with TxDOT contract procurement presentations and opportunities to network with local Chambers of Commerce. Come and see how to utilize websites for the "Texas Market Place", General Services Commission, and TxDOT.

Bring your questions and we will provide the answers . . .

*See Calendar above for details
For additional information call 512/703-5826.*

Visit the Web!

And explore other web-sites highlighted that we think would be of benefit to your business.

http://www.dot.state.tx.us/	Texas Department of Transportation - (TxDOT)
http://www.dot.state.tx.us/business/business.htm	Texas Department of Transportation - (TxDOT) "How to do Business with TxDOT"
http://www.dot.state.tx.us/business/constmnt.htm	Texas Department of Transportation - (TxDOT) "Construction & Maintenance Letting Information"
http://www.dot.state.tx.us/business/prepostletting.htm	Texas Department of Transportation - (TxDOT) "Letting Information"
http://www.dot.state.tx.us/business/addendum.htm	Texas Department of Transportation - (TxDOT) "Addendum Information"
http://www.dot.state.tx.us/business/specs.htm	Texas Department of Transportation - (TxDOT) "1993 and 1995 Special Provisions and Specifications"
http://www.dot.state.tx.us/business/proposinfo.htm	Texas Department of Transportation - (TxDOT) "Proposal Information"
http://www.dot.state.tx.us/insdtdot/orgchart/cmd/cserve/bidtl/cancelled.htm	Texas Department of Transportation - (TxDOT) "Jobs Cancelled "
http://www.dot.state.tx.us/business/schedule.htm	Texas Department of Transportation - (TxDOT) "Letting Schedules"
http://www.dot.state.tx.us/business/prequalify.htm	Texas Department of Transportation - (TxDOT) "Prequalification"
http://www.dot.state.tx.us/business/supplementinfo.htm	Texas Department of Transportation - (TxDOT) "Projected Project Letting Schedules"
http://www.gsc.state.tx.us/	Texas General Services Commission
http://www.gsc.state.tx.us/cmb1/cmb1hub.html	Central Master Bidders List (CMBL) & Historically Underutilized Business (HUB) Search
http://www.sos.state.tx.us/texreg/index.html	Texas Register
http://www.dot.gov/	U.S. Department of Transportation
http://www.tded.state.tx.us	Texas Department of Economic Development
http://www.texas-one.org	Texas Department of Economic Development (Texas Marketplace)
http://www.agcoftexas.com/index.html	Associated General Contractors of Texas

What is the Commodity Book and how is it used?

Maintained by the General Services Commission (GSC), the Commodity Book is a list of goods and services which are categorized into numbered groups and used in bidding opportunities by state agencies. Everything state agencies purchase is included in the Commodity Book. This listing is grouped into over 200 classes with each class further divided into numbered items. The GSC also maintains the Centralized Master Bidders List (CMBL) which is available to vendors by subscription only. The CMBL is used by state agencies to identify potential bidders to solicit. For this reason it is extremely important that bidders accurately identify the commodity codes that best describe their product or service capability. To search the Commodity Book go to http://www.gsc.state.tx.us/com_book/. For additional information, call GSC's Bid Services at (512) 463-3416.

Order Form

- ☐ DBE Certification Application
- ☐ DBE Certification Application for Truck Owner-Operator
- ☐ Precertification Application (for professional service contracts: <http://www.dot.state.tx.us>)
- ☐ Bidder's Questionnaire (for maintenance and construction projects – no financial statement required)
- ☐ TxDOT DBE Program

- ☐ Prequalification Application (for maintenance and construction projects - requires audited financial statement)
- ☐ Business Networking Resources
- ☐ Plan Room request form
- ☐ HUB Application (<http://www.gsc.state.tx.us>)
- ☐ TxDOT's BOP Administrative Rules
- ☐ Technical Assistance information
- ☐ DBE/HUB/SBE Liaison Committee information
- ☐ List of TxDOT districts and purchasers
- ☐ Other; please specify _____

Please send the items indicated above to:

Please type or print.

Name	
Company	
Address	
City, State & Zip	
Phone #	

Do you have a comment or a question for the Frequently Asked Questions column?

Amarillo District's Public Transportation Coordinator



William "Bill" Harvey

Spend any amount of time with Amarillo District Planner, William F. "Bill" Harvey, and one realizes that he is just as enthusiastic and particular about his job

now as he was when he first began working for TxDOT 25 years ago. He started out as a Technical Illustrator in 1975. When the Planning Engineer became critically ill, Harvey stepped in and took over the Planner's role. Eventually, it became Harvey's full-time job.

Harvey's main role in the district is to act as a liaison between the department and the entities and agencies applying for various federal and state transportation grants. He administers programs like Amarillo's Metropolitan Planning Organization grant. He also manages the

district's Urban and Rural Transit Districts. "I help to disseminate information regarding the DBE/HUB Programs and attend the DBE/HUB liaison meetings," said Harvey. "I try to work hand in hand with communities rather than just sit behind a desk in a passive role."

The district's annual budget for both rural and urban public transportation is about \$1 million. Harvey helps 13 elderly and disabled service providers scattered throughout the Amarillo District by monitoring contracts, administering grants, and assisting with billings and equipment purchases. He makes sure that he knows all the funding rules and regulations so that his clients receive the best and most current information available when questions arise.

Perhaps his most ambitious project to date is the newly created Panhandle Transportation Consortium which was four years in the making. "It was a need driven idea," said Harvey. After listening to the concerns of 15 different agencies and organizations that are transportation providers or funding sources (i.e.

Department of Human Services, the Amarillo Agency on Aging), he decided it was time to coordinate transportation services in the Texas Panhandle. "I thought we could do away with duplication of services and get a bigger bang for our buck."

Harvey received the first of three research grants in Texas to create the Consortium which is managed by a board of directors. Harvey is an advisor to the board. The lead agency, Jan Werner Adult Day Care, acts as the transportation provider for 15 different private, state, medical and social organizations. Their common need is transportation for clients and with the Consortium, they have all received better services. "It was four years of trying," said Harvey. "But it's been working for one year now. It's working well. So well that other entities will sign on. The old way of doing things was TxDOT picked the projects. Now, with the Consortium, the PEOPLE who use the services pick the projects. And isn't that what government is supposed to do?" 📍



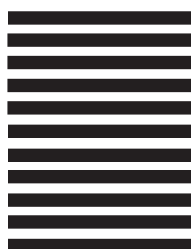
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FACT NOTE:

The Texas Turnpike Authority (TTA) was created in 1953. In 1997 it became part of the Texas Department of Transportation. The TTA Division is responsible for the development & operation of a system of toll roads, bridges and tunnels on the state highway system.

There are currently twenty toll roads in Texas with four more planned for the Austin area. The toll authority in the Houston area is called the Harris County Toll Road Authority.

TTA contract information is available on the Internet at www.dot.state.tx.us/business/turnpikeinfo which has the Notice of Intent to Issue a Request for Proposals/Qualifications and the request for proposals/qualification sections. 📍



Did you know . . .

As of October 1, 1999 a new special provision has been included in TxDOT contracts requiring prime contractors to pay subcontractors within 10 days after the prime contractor receives payment for the work performed by the subcontractor. Also, any retained monies on a subcontractor's work must be paid to the subcontractor within 10 days after satisfactory completion of all the subcontractor's work.

Completion of all the subcontractor's work must include test, maintenance and other similar periods that are the responsibility of the subcontractor. Satisfactory completion is accomplished when:

1. The subcontractor has fulfilled the contract requirements of both TxDOT and the subcontract for the subcontracted work, including the submission

of all submittals required by the specifications and TxDOT, and

2. The work done by the subcontractor has been inspected and approved by TxDOT and the final quantities of the subcontractor's work have been determined and agreed upon.

The inspection and approval of a subcontractor's work does not eliminate the contractor's responsibilities for all the work of the contract. The above requirements are also applicable to all sub-tier subcontractors.

TxDOT's districts are responsible for monitoring and enforcing the special provision; and therefore, the respective district should be contacted regarding any specific issues or questions on this subject. 📌

WISE Contractors

(continued from page 5)

projects due to start. They have also furnished RPRs on municipal projects such as streets and utility construction. They currently have available six experienced and qualified RPRs who have worked closely with TXDOT, clients and engineers. Their representatives stay within commuting distance of each project to provide a truly full time resident project representative dedicated to one job only.

As President and manager, Nancy Wise utilizes her business management degree and many years of real world experience in guiding and building the company. She attends TxDOT sponsored DBE conferences and meetings and stays current with all the activities in the program. Nancy is a "hands on" manager, frequently going on site to stay in personal contact with clients and RPRs. She attends meetings with the RPRs and is constantly looking for ways to improve services and relationships.

WCCI has successfully represented a number of engineering firms ranging in size from small companies to large world-wide corporations, providing excellent services and maintaining good working relationships with each. They have received praise from everyone they have worked with; and, due to their superior reputation and job performances, a large portion of their projects are repeat or referral business.

It is the company's mission to assure satisfactory completion of each project as defined by the engineer, the owner and TxDOT.

Nancy would be happy to discuss her business and the DBE program with anyone. She is quick to give credit to the DBE program in helping her company "get off the ground". She maintains a home office and can usually be reached by phone. Give her a call (903) 389-7404). 📌

Kudos from Our Customers

From Conroe Wood Products, Inc. on attending a seminar on the new DBE program requirements:

"The seminar stimulated many good questions. It was very informative. Thanks for your efforts in arranging the DBE Seminar."

From Aranda & Associates on receiving computer training from PC QuickTips:

"I was very satisfied with the training I received . . . The instructor was on-site and evaluated our new network, domains, and user groups and instructed accordingly. [The instructor] became familiar with the type of work that we do and was able to make suggestions for new procedures. For many of these procedures he was able to automate the process."

From Hammerman & Gainer, Inc. on attending a DBE/HUB Liaison Committee Meeting:

"I enjoyed the meeting sponsored by TxDOT and appreciated your contacting me. I do plan on attending the quarterly meetings."

From Payton Construction Co. on receiving business law training from Beverly J. Landers & Associates.

"... The training was very informative on contractual agreements. The training manual used was extensive and contained very useful documents." 📌

TxDOT
Business Opportunity Programs

Phone & Fax Numbers

AC 512

	Phone	Fax
Main Number	703-5826	703-5857
Certification & Audit	703-5830	703-5842
Goal Setting & Data Reporting	703-5828	703-5842
Compliance & Complaints	703-5829	703-5803
Education & Outreach	703-5826	703-5804

FREE PLAN ROOM SERVICES



Did you know that the Texas Department of Transportation offers Plan Room Services, through the Texas Engineering Extension Service (TEEX), to certified DBEs and HUBs?

Call **(800) 962-3413** to receive:

- ☞ Copies of construction plans
- ☞ Bidders (plan holders) lists
- ☞ Letting results and low bidders
- ☞ Bid tabulations

Each DBE/HUB firm is allowed, free of charge, 4,800 copies per year. For additional copies, a nominal fee is charged.

Attention DBEs and HUBs
who are working on or bidding on TxDOT projects:

FREE

Training and Assistance is available to help you in your business!
Ask for "Technical Assistance" information.



Business Opportunity Programs Section
Construction Division
Texas Department of Transportation
125 E. 11th Street
Austin, Texas 78701-2483